



## Massive Open Online Courses (MOOC) enhanced by facilitated discussions at the American Center



# MOOC 9: The Art of Negotiation

January 2016

by University of California, Irvine

The art of negotiation comes into play daily in the life of employees at all levels and in every position. Participants explore how current approaches to negotiation strategy and tactics are used, what negotiation entails, types of negotiation relationships that exist from hard bargain to win-win, to fully partnered relationships and personal ones. The course explores the personal and behavioral characteristics of an effective negotiator. Participants discuss how empowerment, power, and authority affect the negotiation process and outcome. Topics include how important it is to plan and prepare for a negotiation session.

A self-paced course with 4 - 8 hours of independent-study and four weekly discussions at the American Center.

### Facilitators:

Nikki Nguyen, Guest Speaker, Director of IPCOMS, specializing in Communications and Telecommunications services.

### Register for the online course:

<https://www.coursera.org/learn/art-of-negotiation>

**Register for discussions at the American Center:** <https://goo.gl/GTyLVd>

**January 7, 14, 21, 28** from 3:00 to 4:30 p.m.

### To Make the Most of Your MOOC:

1. Plan your TIME and ENERGY.
2. FULLY USE the discussion.
3. Keep yourself MOTIVATED.
4. Know HOW you LEARN and STATE what you NEED.
5. Grow your PROPROFESSIONAL NETWORK.



**Free of charge, open to everyone from everywhere!!!**